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Mortgage Planning Questionnaire

My commitment to you is to help you make informed choices about your financing options when buying or refinancing a home. You can help me do that by completing this brief questionnaire prior to our application appointment. There are many different ways to finance a home, but to find the best option for you we must take into consideration your long and short term financial and investment goals as well as your payment, principal, equity, tax and cash-flow objectives. During our appointment, I will work with you to outline your goals, analyze your current purchasing power and then recommend several different strategies that will enable you to achieve your goals.

1. Have you ever owned a home before? Yes No What type of mortgage did you have?

2. Do you prepare your own income tax returns? Yes No

If not, are you familiar with how the tax advantages of a mortgage work? Yes No

3. How long do you plan to live in this house? _____

4. Realistically, how much do you expect your household income to increase or decrease in the next:

2 years? \$ _____ 5 years? \$ _____

5. Do you foresee incurring other financial obligations within the next 1-5 years, such as:

A new car? Yes No

Change in work time (switch to part time) Yes No

A new baby? Yes No

College expense? Yes No

Other: _____

6. Which of the following personal goals are most important to you? Please check all that apply.

Pay down debt

Increase monthly cash flow

Creating a monthly budget

Start a savings plan

- Building your net worth
- Moving to a larger home within _____ years
- Having your mortgage paid off when you retire in _____ years
- Achieving financial freedom in _____ years
- Saving money to send kids to college. How many _____ Current ages _____
- Investing in the stock market
- Other _____
- Other _____

7. There are many ways to structure your mortgage and the associated risks and benefits of certain types of loans. When looking at the following, **please select the top 5 benefits.**

- Monthly payment
- Total closing costs
- Overall cost of borrowing
- Improve credit history
- Maximize tax benefits
- Eliminating other debt
- Paying the loan off ASAP
- Avoid mortgage insurance
- Have a fixed monthly mortgage payment
- Other _____
- Other _____
- Other _____

8. What monthly mortgage payment do you feel comfortable making? \$ _____

(payment includes insurance, property taxes and HOA)

- a. My current rent is \$ _____ per month
- b. My current mortgage payment is \$ _____ per month
- c. Do you currently have a household budget? Yes No

9. What other professionals are you helping you with your financial needs?

Do you work with a financial planner? Yes No

How do you rate him/her? Excellent Good Average

Do you work with a CPA? Yes No

How do you rate him/her? Excellent Good Average

Do you work with a life insurance agent? Yes No

How do you rate him/her? Excellent Good Average

What type of policies do you have? _____

Do you work with a Realtor? Yes No

How do you rate him/her? Excellent Good Average

10. Do you have a tax deferred retirement plan at work? Yes No

Do you participate in that plan? Yes No

If yes, do you maximize your contribution? Yes No

11. Have you put a will in place or established a living trust to protect your family's assets in the event something happens to you? Yes No

If so, how would you rate your estate planning attorney? Excellent Good Average

Thank you for taking your time to complete these important questions. Please fax or e-mail your answers back to me at least a day prior to our meeting. See page 1 for contact information.

With your financial future in mind,



Your Name: _____ Date: _____

Phone: _____ E-mail: _____